

CLAIMS:

1. A method for enabling the online determination of end-to-end costs while negotiating
5 e-commerce transactions comprising:

- maintaining an updated online database of prices associated with each significant cost element relevant to goods or services involved in completing said transaction,
- maintaining an updated online database of procedures and rules associated with each activity involved in completing said transaction,
- determining the costs associated with each significant cost element by accessing the price data corresponding to the parameters of said transaction,
- aggregating all said costs to arrive at a total end-to-end cost for said transaction.

10 15 20 25 30 35 40 45 50 55 60 65 70 75 80 85 90 95 100 105 110 115 120 125 130 135 140 145 150 155 160 165 170 175 180 185 190 195 200 205 210 215 220 225 230 235 240 245 250 255 260 265 270 275 280 285 290 295 300 305 310 315 320 325 330 335 340 345 350 355 360 365 370 375 380 385 390 395 400 405 410 415 420 425 430 435 440 445 450 455 460 465 470 475 480 485 490 495 500 505 510 515 520 525 530 535 540 545 550 555 560 565 570 575 580 585 590 595 600 605 610 615 620 625 630 635 640 645 650 655 660 665 670 675 680 685 690 695 700 705 710 715 720 725 730 735 740 745 750 755 760 765 770 775 780 785 790 795 800 805 810 815 820 825 830 835 840 845 850 855 860 865 870 875 880 885 890 895 900 905 910 915 920 925 930 935 940 945 950 955 960 965 970 975 980 985 990 995 1000 1005 1010 1015 1020 1025 1030 1035 1040 1045 1050 1055 1060 1065 1070 1075 1080 1085 1090 1095 1100 1105 1110 1115 1120 1125 1130 1135 1140 1145 1150 1155 1160 1165 1170 1175 1180 1185 1190 1195 1200 1205 1210 1215 1220 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7225 7230 7235 7240 7245 7250 7255 7260 7265 7270 7275 7280 7285 7290 7295 7300 7305 7310 7315 7320 7325 7330 7335 7340 7345 7350 7355 7360 7365 7370 7375 7380 7385 7390 7395 7400 7405 7410 7415 7420 7425 7430 7435 7440 7445 7450 7455 7460 7465 7470 7475 7480 7485 7490 7495 7500 7505 7510 7515 7520 7525 7530 7535 7540 7545 7550 7555 7560 7565 7570 7575 7580 7585 7590 7595 7600 7605 7610 7615 7620 7625 7630 7635 7640 7645 7650 7655 7660 7665 7670 7675 7680 7685 7690 7695 7700 7705 7710 7715 7720 7725 7730 7735 7740 7745 7750 7755 7760 7765 7770 7775 7780 7785 7790 7795 7800 7805 7810 7815 7820 7825 7830 7835 7840 7845 7850 7855 7860 7865 7870 7875 7880 7885 7890 7895 7900 7905 7910 7915 7920 7925 7930 7935 7940 7945 7950 7955 7960 7965 7970 7975 7980 7985 7990 7995 8000 8005 8010 8015 8020 8025 8030 8035 8040 8045 8050 8055 8060 8065 8070 8075 8080 8085 8090 8095 8100 8105 8110 8115 8120 8125 8130 8135 8140 8145 8150 8155 8160 8165 8170 8175 8180 8185 8190 8195 8200 8205 8210 8215 8220 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6. The method as claimed in claim 1, wherein said method is implemented by an online intermediary providing said facilities as a service either against a fee of commission or free of charge.

5 7. The method as claimed in claim 1, applied to transactions between a single buyer and a single seller negotiating online.

10 8. The method as claimed in claim 1, applied to online auctions between a seller and multiple buyers.

15 9. The method as claimed in claim 1, applied to online reverse auctions between a buyer and multiple sellers.

10 10. The method as claimed in claim 6, applied to two-sided matching markets involving multiple buyers and sellers.

15 11. The method as claimed in claim 8 wherein the winning bid for the desired goods or services in an online auction is selected on the basis of highest net payout to the seller after deduction of said computed cost elements (shipping, logistics, fees, commissions).

20 12. The method as claimed in claim 9 wherein the winning offer for the desired goods or services in an online reverse auction is selected on the basis of lowest net cost to the buyer after addition of said computed cost elements (shipping, logistics, fees, commissions).

25 13. The method as claimed in claim 8 wherein a minimum required qualifying bid amount is communicated to a potential bidder in response to request for the information about the current status of the auctions.

30 14. The method as claimed in claim 9 wherein a maximum allowable offer amount is communicated to a potential seller in response to request for the information about the current status of the reverse auctions.

15. The method as claimed in claim 10 wherein the sell orders resident in the database
are shown to a potential buyer after online addition of said computed cost elements
(shipping, logistics, fees, commissions) to the price quoted by seller for each of the
5 sell orders in response to request for such information in a two-sided matching
market.
10. The method as claimed in claim 10 wherein the buy orders resident in the database
are shown to a potential seller after online deduction of said computed cost elements
(shipping, logistics, fees, commissions) from the price quoted by buyer for each of the
10 sell orders in response to request for such information in a two-sided matching
market.
15. The method as claimed in claim 10 wherein the resident sell orders are prioritized for
matching an incoming buy order in the increasing order of the total cost computed by
addition of said computed cost elements (shipping, logistics, fees, commissions) to
the price quoted by seller for each of the sell orders in a two-sided matching market.
20. The method as claimed in claim 10 wherein the resident buy orders are prioritized for
matching an incoming sell order in the decreasing order of the net price computed by
deduction of said computed cost elements (shipping, logistics, fees, commissions) to
the price quoted by buyer for each of the buy orders in a two-sided matching market.
25. A system for enabling the online determination of end-to-end costs while negotiating
e-commerce transactions comprising:
- means for maintaining an updated online database of prices associated with
each significant cost element relevant to goods or services involved in
completing said transaction,
- means for maintaining an updated online database of procedures and rules
associated with each activity involved in completing said transaction,
- means for determining the costs associated with each significant cost element
by accessing the price data corresponding to the parameters of said
30 transaction.

- means for aggregating all said costs to arrive at a total end-to-end cost for said transaction.
20. The system as claimed in claim 19, further utilized for determining:
- 5 - the set of e-commerce transactions that should take place and the set of e-commerce transactions that should not take place from amongst the various possibilities,
 - the prices to be paid by buyers, the amounts to be received by the sellers and the payments to be made to other service providers for the transactions that should take place.
- 10
21. The system as claimed in claim 19, wherein said cost elements include shipping and handling costs, other logistics management costs, taxes as well as finance costs.
- 15 22. The system as claimed in claim 19, wherein said databases are located either at the supplier end or at the buyer end or may be hosted by a third party.
- 20 23. The system as claimed in claim 19, wherein said procedures and rules include formalities to be completed and payments to be made for complying with statutory requirements at each end and intermediate step of said transaction.
- 25 24. The system as claimed in claim 19, wherein said system is used by an online intermediary providing said facilities as a service either against a fee of commission or free of charge.
- 25 25. The system as claimed in claim 19, used for transactions between a single buyer and a single seller negotiating online.
- 30 26. The system as claimed in claim 19, used for online auctions between a seller and multiple buyers.
27. The system as claimed in claim 19, used for online reverse auctions between a buyer and multiple sellers.

28. The system as claimed in claim 24 used for two-sided matching markets involving multiple buyers and sellers.
- 5 29. The system as claimed in claim 26, including means for selecting the winning bid for the desired goods or services in an online auction on the basis of highest net payout to the seller after deduction of said computed cost elements (shipping, logistics, fees, commissions).
- 10 30. The system as claimed in claim 27, including means for selecting the winning offer for the desired goods or services in an online reverse auction on the basis of lowest net cost to the buyer after addition of said computed cost elements (shipping, logistics, fees, commissions).
- 15 31. The system as claimed in claim 26, including means for communicating minimum required qualifying bid amount to a potential bidder in response to request for the information about the current status of the auctions.
- 20 32. The system as claimed in claim 27, including means for communicating maximum allowable offer amount to a potential seller in response to request for the information about the current status of the reverse auctions.
- 25 33. The system as claimed in claim 28, including means for showing the sell orders resident in the database to a potential buyer after online addition of said computed cost elements (shipping, logistics, fees, commissions) to the price quoted by seller for each of the sell orders in response to request for such information in a two-sided matching market.
- 30 34. The system as claimed in claim 28, including means for showing the buy orders resident in the database to a potential seller after online deduction of said computed cost elements (shipping, logistics, fees, commissions) from the price quoted by buyer for each of the sell orders in response to request for such information in a two-sided matching market.

35. The system as claimed in claim 28, including means for prioritizing the resident sell
orders for matching an incoming buy order in the increasing order of the total cost
computed by addition of said computed cost elements (shipping, logistics, fees,
commissions) to the price quoted by seller for each of the sell orders in a two-sided
matching market.
- 5
36. The system as claimed in claim 28, including means for prioritizing the resident buy
orders for matching an incoming sell order in the decreasing order of the net price
10 computed by deduction of said computed cost elements (shipping, logistics, fees,
commissions) to the price quoted by buyer for each of the buy orders in a two-sided
matching market.
- 15
37. A computer program product comprising computer readable program code stored on
computer readable storage medium embodied therein for enabling the online
determination of end-to-end costs while negotiating e-commerce transactions
comprising:
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- computer readable program code means configured for maintaining an
updated online database of prices associated with each significant cost
element relevant to goods or services involved in completing said transaction,
 - computer readable program code means configured for maintaining an
updated online database of procedures and rules associated with each activity
involved in completing said transaction,
 - computer readable program code means configured for determining the costs
associated with each significant cost element by accessing the price data
corresponding to the parameters of said transaction,
 - computer readable program code means configured for aggregating all said
costs to arrive at a total end-to-end cost for said transaction.
- 25
- 30 38. The computer program product as claimed in claim 37, further configured for
determining:
 - the set of e-commerce transactions that should take place and the set of
e-commerce transactions that should not take place from amongst the various
possibilities.

- the prices to be paid by buyers, the amounts to be received by the sellers and the payments to be made to other service providers for the transactions that should take place.
- 5 39. The computer program product as claimed in claim 37, wherein said cost elements include shipping and handling costs, other logistics management costs, taxes as well as finance costs.
- 10 40. The computer program product as claimed in claim 37, wherein said databases are located either at the supplier end or at the buyer end or may be hosted by a third party.
- 15 41. The computer program product as claimed in claim 37, wherein said procedures and rules include formalities to be completed and payments to be made for complying with statutory requirements at each end and intermediate step of said transaction.
- 20 42. The computer program product as claimed in claim 37, wherein said computer program product is implemented by an online intermediary providing said facilities as a service either against a fee of commission or free of charge.
- 25 43. The computer program product as claimed in claim 37, configured for transactions between a single buyer and a single seller negotiating online.
44. The computer program product as claimed in claim 37, configured for online auctions between a seller and multiple buyers.
- 25 45. The computer program product as claimed in claim 37, configured for online reverse auctions between a buyer and multiple sellers.
- 30 46. The computer program product as claimed in claim 42, configured for two-sided matching markets involving multiple buyers and sellers.
47. The computer program product as claimed in claim 44, including computer readable program code means configured for selecting the winning bid for the desired goods or

services in an online auction on the basis of highest net payout to the seller after deduction of said computed cost elements (shipping, logistics, fees, commissions).

48. The computer program product as claimed in claim 45, including computer readable
5 program code means configured for selecting the winning offer for the desired goods
or services in an online reverse auction on the basis of lowest net cost to the buyer
after addition of said computed cost elements (shipping, logistics, fees, commissions).
49. The computer program product as claimed in claim 44, including computer readable
10 program code means configured for communicating minimum required qualifying bid
amount to a potential bidder in response to request for the information about the
current status of the auctions.
50. The computer program product as claimed in claim 45, including computer readable
15 program code means configured for communicating maximum allowable offer
amount to a potential seller in response to request for the information about the
current status of the reverse auctions.
51. The computer program product as claimed in claim 46, including computer readable
20 program code means configured for showing the sell orders resident in the database to
a potential buyer after online addition of said computed cost elements (shipping,
logistics, fees, commissions) to the price quoted by seller for each of the sell orders in
response to request for such information in a two-sided matching market.
- 25 52. The computer program product as claimed in claim 46, including computer readable
program code means configured for showing the buy orders resident in the database to
a potential seller after online deduction of said computed cost elements (shipping,
logistics, fees, commissions) from the price quoted by buyer for each of the sell
orders in response to request for such information in a two-sided matching market.
- 30 53. The computer program product as claimed in claim 46, including computer readable
program code means configured for prioritizing the resident sell orders for matching
an incoming buy order in the increasing order of the total cost computed by addition

of said computed cost elements (shipping, logistics, fees, commissions) to the price quoted by seller for each of the sell orders in a two-sided matching market

54. The computer program product as claimed in claim 46, including computer readable program code means configured for prioritizing the resident buy orders for matching an incoming sell order in the decreasing order of the net price computed by deduction of said computed cost elements (shipping, logistics, fees, commissions) to the price quoted by buyer for each of the buy orders in a two-sided matching market.

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